



**LITTLE TRAVERSE BAY BANDS OF ODAWA INDIANS  
7500 ODAWA CIRCLE, HARBOR SPRINGS, MI 49740**

**Tribal Council Travel Report Narrative**

Name: John Bott – Tribal Treasurer

Date: April 5, 2012

Training: National Indian Gaming Association's 21<sup>st</sup> Annual  
Trade Show and Convention April 1 – 4, 2012

Day 1 Sunday – Convention registration, became acquainted with the convention center and plotted my daily agendas.

Day 2 – Monday –

8:00 am – 8:30 am Associate Member Meeting

9:00 am – 11:30 am NIGA Membership meeting

12:00 pm – 2:00 pm Native American Arts & Crafts

2:00 pm – 3:15 pm - *Tribal Executive Leader Track*: Handling the Tough Issues of Accountability and Performance

3:15 pm – 4:30 pm – *Regulation Track*: Preparing Tribal Regulators for On-Line Gaming

Day 3 - Tuesday –

9:00 am – 9:45 am - *Tribal Executive Leader Track*: Number One Problem Causing Failure In Business and Governments.

9:45 am – 10:30 am – Indian Gaming 2012 Trade Show Ribbon Cutting

11:00 am – 12:00 pm – Regional Caucus

12:00 pm – 1:00 pm – Honoring Tribal Leadership Luncheon

1:00 pm – 3:00 pm – Tradeshow networking

3:00 pm – 4:00 pm – *Internet Gaming Track*: Internet Gaming on Tribal Lands

6:30 pm – 9:30 pm – Wendel Chino Humanitarian Award Banquet

Day 4 – Wednesday –

9:00 am – 10:00 am – *Tribal Executive Leader Track*: PwC's Global Gaming Forecast to 2015

11:00 am – 12:00 pm - *Tribal Executive Leader Track*: Tribal Leaders and Gaming

2:00 pm – 4:00 pm – *Tribal Executive Leader Track*: Increasing Power, Position and Profits in These Challenging Economic Times

Narrative:

From Monday –

Tribes have a long history of avoiding face to face accountability preventing us from getting the results and profitability we desire. Poor performance, unrealistic expectations, strained working relationships and lack of teamwork are all indicators of the lack of crucial confrontation. Tribes

must be able to move on into the future with confidence by training workforces and giving them the skills to bring accountability, certainty, consistency and motivation back to the workplace to make a positive difference for them and the Tribe.

In preparation for Online Gaming Tribes should be are of the critical areas first:

- Core differences between traditional casino technologies and online technology
- The impact of those differences on the current brick and mortar casino operations
- The impact of online gaming on Tribal Regulators

Tribes should prepare themselves for the key levels of control in online gaming:

- Regulations and technical standards to guide your Regulators
- Addressing the regulatory risks and mitigation
- Reporting internally to Tribal Leadership
- Security issues and commercial options
- Physical commitments for hosting online gaming
- Marketing your online gaming site

#### From Tuesday -

1. Another issue facing Tribes in their governmental operations is the effects of poorly held conversations. The correct team of management people and processes brings the deference, office politics and alienations to a halt.
2. One of the purposes of IGRA is to establish independent federal regulatory for gaming on Indian lands. Issues are being raised if Internet gaming would be considered gaming on Indian lands for purposes of either the application of IGRA or the regulation by the NIGC. The UIGEA prohibits unlawful Internet gaming but does not include where the bet or wager does not violate any provision of IGRA. The DOJ's Office of Legal Counsel recently abandoned its long-held view that the Wire Act prohibited all forms of Internet gaming. Tribes would do well to form local coalitions and take a stand on whether they feel Internet gaming constitutes gaming on Indian lands.

#### From Wednesday –

1. LTBB citizens can attain a copy of PwC's Annual Global Gaming Outlook to 2015 by clicking on: [http://download.pwc.com/ie/pubs/2011\\_global\\_gaming\\_outlook\\_to\\_2015.pdf](http://download.pwc.com/ie/pubs/2011_global_gaming_outlook_to_2015.pdf) It includes revenue projections by region as well as specific data for each major underlying segment in the gaming industry, including tribal gaming in the U.S.
2. Most new incoming tribal leaders do not have a basic understanding for gaming yet they have gaming within their Tribe. Tribal leaders should take the initiative to keep abreast of what gaming management, gaming commissions and gaming regulators do for their Tribe so when the time comes and there are questions the tribal leaders will have a basic understanding and tools to make better decisions for the Tribe.
3. Millions of dollars in revenue each year are left on the table and lost forever, why? Is because of what lies below the surface of the organization. A common strategic approach used in today's economic climate is to cut, cut, cut. This means cut people, programs, positions, time, – any overhead you can. If your operations are already running efficiently

cuts can hurt your products and services. With cuts your revenues can go down – not because of the economy but because dissatisfied customers are going to your competition. What is really called for is for tribal leaders be able to recognize these vital behaviors by your management in crucial moments and leveraging all sources of its influence to demand measureable results at the top line as well as the bottom line. This behavioral change initiative comes from tribal leaders that want to improve their profitability.

I want to personally thank Tribal Council for approving my trip to NIGA and in return I want to invite each Tribal Councilor to attend the NIGA sessions whenever possible, Indian Country is moving at an unprecedented rate now due to more involvement and newer technologies, the networking is invaluable and the Midwest Region needs to begin to have a louder voice across Indian Country or we will be left to only picking up what is left.

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